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| 175 1ST Street S.  Condo # 1508  St Petersburg, FL 33701 | (727) 258-4212 Home  (407) 620-4100 Cellular  [billhouston@mindspring.com](mailto:billhouston@mindspring.com) |

William Ciociola

#### Professional Profile

Tenacious, hard-working salesperson that enjoys creating, monitoring and continually servicing a territory of clients. Proven track record of exceeding assigned quotas and maintaining excellent customer satisfaction. Dynamic leader in sales mentor and/or management role. Innate ability to negotiate contracts, present company beneficial solutions and follow through efficiently. Highly analytical professional with superior communication, networking and prospecting skills.

#### Professional Experience

### Senior Account Executive – NoteSwift, St. Petersburg, Florida, 2017 – Present

* Accepted ownership stake, to provide direction and get Start-up Company’s new-client-acquisition off the ground.

### Allscripts Outcomes Executive – Allscripts Healthcare Technology, St. Petersburg, Florida, 2015 – 2017

* Responsible for “ownership” of six high-profile ambulatory clients, tasked with monitoring, satisfaction and expansion.
* Amassed 129-percent of 2015 quota, despite only six months in territory and in the industry, and 134-percent in 2016.

### Owner – Baileycat Corporation (Tricore), St Petersburg, Florida, 2011 – Present

* Founded Start-up Company, consulting small to mid-size businesses on payroll, HR and employee benefits.

### Client Executive -- The Abreon Group, Orlando/St Petersburg, Florida 2009 – 2011

* Realized an implemented revenue total of $1,300,000.00, against my full 2010 quota of $1,000,000.00.
* Produced about $800,000.00 in implemented revenue, versus a ramped up 2009 quota of $500,000.00.

### Business Development Manager – Gevity HR, Orlando, Florida 2003 – 2009

* Proclaimed Gevity Rookie of the Year for outstanding sales production; and was six-year President’s Club attendee.
* Attained the highest number of clients acquired and total employees enrolled, from a class of 12 students, in 2003.
* Over a six-year career, averaged 505 new employees, versus a constant annual quota of 240 employees (3030/1440).

# Regional Account Manager -- United Asset Coverage, Orlando, Florida 2001 – 2002

* Pioneered Florida market from zero activity to 25 sales in less than one year, adding 64 new customer locations to the

corporate client list.

* Achieved 170 percent of quota in just over six months in territory, producing over $500,000 in new acquisition sales.
* Qualified for corporate Pro-Club in only year of eligibility and, in doing so, received all-expenses paid trip to the Bahamas.

### Education and Certifications

**B. A., Information Technology**, Barry University, Miami Shores, Florida 1996 - 1998

**A. A., with Certificate of Honors**, Valencia Community College, Orlando, Florida 1994 - 1996

**Proficient in a variety of computer hardware/software, including;**Salesforce, Zoho, SAP, Visio, and the entire MS Suite.

##### Other Related Experience

Author: *But I am not a dealer!*, currently in submission process.